



Buffalo District Newsletter

Inside Region II's Buffalo District Office

U.S. Small Business Administration, 111 West Huron Street, Suite 1311, Buffalo, New York
14202

William Manger Jr. Is Named SBA's Region II Administrator

SBA Administrator Hector V. Barreto today announced the appointment of William Manger Jr. as the new regional administrator for Region II of the U.S. Small Business Administration.

In this position, Manger will oversee SBA's financial assistance, business development and counseling programs throughout New York, New Jersey, Puerto Rico and the Virgin Islands.

"Bill Manger is an excellent addition to our team," said SBA Administrator Hector V. Barreto. "He understands the role that small businesses play in our economy and has a breadth and depth of experience that will make him an outstanding leader and an effective advocate for small businesses."

Manger worked for a small business in retail sales before his stint at the mortgage-backed securities sales desk at Citicorp Securities. After receiving his Masters of Business Administration, he worked at a boutique investment bank that specialized in helping small, publicly traded companies' secure additional capital for growth.

Manger's public service began in 1997 when he was elected to a seat on the village board in Southampton. In 2000, Manger worked on Congressman Rick Lazio's 2000 U.S. Senate campaign and then served President Bush as part of the Bush-Cheney 2000 Presidential Transition Team. Manger was then appointed to the Maritime Administration at the U.S. Department of Transportation, where he worked on policy, legislation and the budget. He left his position as senior policy adviser at the Transportation Department to return home to run for a seat in the U.S. House of Representatives.

Manger also serves on the board of the Riot Relief Fund, which benefits the families of New York City police officers killed in the line of duty. After September 11, 2001, the organization expanded their efforts to distribute money to families of the New York City firemen killed in the terrorist attacks.

Manger graduated with a Bachelor of Arts in political science from Trinity College in Hartford, Connecticut. He went on to receive a Masters of Business Administration from Columbia University in New York City. Manger now lives in Southampton, New York.

Small Business Week Luncheon Date Set for May 11, 2005

FROM THE DESK OF THE DISTRICT DIRECTOR
FRANKLIN J. SCIORTINO

Once again, the U.S. Small Business Administration (SBA) Buffalo District Office is pleased to be joining Business First of Buffalo in presenting the **13th Annual Western New York Small Business Awards Luncheon**.

The luncheon is slated for Wednesday, May 11, 2005 at the Marriot Hotel – Buffalo/Niagara in Amherst, New York. During the luncheon, the participating lenders, economic development agencies, and chambers of commerce will present their awards to Western New York businesses for their outstanding achievements as entrepreneurs and advocates of small business interests. We expect over 400 attendees at this year's event.

The cost to attend is \$30 per person or \$300 per table (10 seats to each table). For registration information, please call (716) 551-3249 or register by e-mail at Kelly.lotempio@sba.gov. Limited Seating is available, so

INDUSTRIAL DEVELOPMENT AGENCY NAMED SBA LENDER

The Erie County Industrial Development Agency has been named a delegated lender under a U.S. Small Business Administration loan program.

The Niagara Region Certified Development Corp., which will get administrative and marketing support through the IDA, has been certified through the SBA's 504 loan program that works in conjunction with local banks to offer financing on equipment and real estate purchases.

"This is a great program which can really help local businesses invest in new equipment or facilities" said SBA District Director, Franklin J. Sciortino. "Having another delegated lender in the region will mean more outreach and opportunity for loans."

Lender Update Participation By Dollars



BUFFALO DISTRICT ALL 7(A) LOAN PROGRAMS FY'05 THRU FEBRUARY 2005

<i>LENDER</i>	<i># OF LOANS</i>	<i>\$ AMOUNT</i>
1. M & T BANK	62	\$10,150,550
2. KEYBANK NATIONAL ASSOCIATION	16	\$5,043,000
3. CHARTER ONE BANK, NT'L ASSOCIATION	188	\$4,817,400
4. HSBC BANK USA, NATIONAL ASSOCIATION	48	\$3,436,600
5. BUSINESS LOAN CENTER, LLC	3	\$2,212,000
6. THE BANK OF CASTILE	7	\$2,001,000
7. WACHOVIA SBA LENDING, INC.	1	\$1,250,000
8. GE CAPITAL SM. BUS. LENDING FIN. CORP.	2	\$1,225,000
9. WYOMING COUNTY BANK	16	\$922,050
10. FIRST NIAGARA BANK	10	\$679,500
11. CAPITAL ONE, FEDERAL SAVINGS BANK	12	\$455,000
12. COMERICA BANK	1	\$366,100
13. CIT SMALL BUS. LENDING CORP.	1	\$364,000
14. GREATER BUFFALO SAVINGS BANK	2	\$359,000
15. FIRST TIER BANK & TRUST	4	\$320,000
16. NATIONAL BANK OF GENEVA	3	\$308,000
17. BANK OF AMERICA	11	\$260,500
18. UPS CAPITAL BUSINESS CREDIT	1	\$189,000
19. JPMORGAN CHASE BANK, NT'L ASSO.	2	\$175,300
20. BANK OF AKRON	1	\$150,000
21. WELLS FARGO BANK, NT'L ASSO.	3	\$115,000
22. CITIBANK, N.A.	2	\$70,000
23. AMERICAN EXPRESS CENTURION BANK	1	\$15,000
24. JAMESTOWN SAVINGS BANK	1	\$12,000

SUMMARY OF 504 LOAN APPROVALS BUFFALO DISTRICT OFFICE FY 2005 THROUGH FEBRUARY 2005

<i>LENDER</i>	<i>#OF LOANS</i>	<i>TOTAL DOLLARS</i>
EMPIRE STATE CERTIFIED DEVELOPMENT CORPORATION	10	5,318,000
GRAND TOTAL	10	\$5,318,000

SUMMARY OF 504 THIRD PARTY LOANS BUFFALO DISTRICT OFFICE FY 2005 THROUGH FEBRUARY 2005

<i>LENDER</i>	<i>#OF LOANS</i>	<i>TOTAL DOLLARS</i>
MANUFACTURER AND TRADERS TRUST COMPANY	4	4,120,000
FIRST NIAGARA BANK	4	1,740,000
THE BANK OF CASTILE	1	1,000,000
COMMUNITY BANK NATIONAL ASSOCIATION	1	735,000
	10	\$7,595,000



Lender Update Participation By Numbers

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SBA Launches New Faith-Based and Community Initiatives Center

The U.S. Small Business Administration has created a Center for Faith-Based and Community Initiatives to help non-profit, grassroots organizations learn about and access SBA-backed programs and loans.

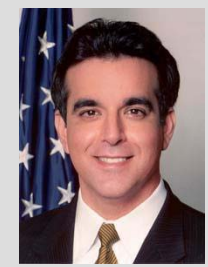
As part of the initiative, all current technical assistance grant recipients – including SCORE, Women's Business Centers, and Small Business Development Centers – have extended their programs to faith-based and other non-profit organizations that focus a significant portion of their activities on aiding small businesses.

The Center is part of the SBA's implementation of the President's Faith-Based and Community Initiative, which supports the compassionate efforts of faith-based and secular grassroots organizations to improve their communities. The initiative is designed to open government programs to these organizations by ensuring that grassroots leaders can compete on equal footing for federal dollars, receive greater private support and face fewer bureaucratic barriers.

"By working more closely with faith-based and other organizations, we can advance the President's goal of bringing jobs and hope to economically distressed communities all across our nation," said SBA Administrator Hector V. Barreto.

SBA field representatives are already developing workshops, training seminars and open houses to reach out and educate faith-based and community organizations about SBA programs and to ensure that these groups have equal access to the services.

BUSH ADMINISTRATION DELIVERS FOR SMALL BUSINESS BY HECTOR V. BARRETO



In the last two weeks I've had the privilege of speaking before both the House and Senate Small Business Committees about SBA's proposed FY 2006 budget.

Believe it or not, I like budget season. I like it because it's an opportunity to show that the resources available to us to help small businesses are increasing despite tightening budgets. We're getting more efficient, more effective and more innovative—just like a small business.

I know that in Washington, D.C., it's difficult to imagine strongly supporting a program without continually increasing its budget, but SBA has proven that it can be done. Since I became Administrator in 2001, the agency has operated under tighter budgets, yet each year SBA's programs have reached more and more American entrepreneurs. We're doing more for American small businesses with less taxpayer money. Here are some examples:

Through early February, our flagship 7(a) loan program, which is used mainly for business operations, approved 28 percent more loans than in the same period in 2004. Even better, we are now operating this program on a zero-subsidy rate, ensuring long-term stability of the program without requiring a taxpayer subsidy. Last year the SBA backed a record number of loans to women, minorities and veterans. This year, we project another record for the program with up to \$16 billion in loan guarantees available to small businesses at no cost to the American public.

CONTINUED NEXT PAGE....

MINORITY ENTREPREISE DEVELOPMENT UPDATE

The 8(a) Business Development staff would like to welcome the following firms into the 8(a) Business Development Program:

CROOP-LAFRANCE, INC.

Rochester, NY
David Croop, President

-Staff Augmentation-Consulting Services;
Network/Systems Integration-LAN/WAN Design,
Implementation & Support, and eSystems and
Solutions-Custom Development, Project Management,
SQA and Process Improvements

CROWN TRAINING AND CONSULTING SERVICES COMPANY

Buffalo, NY
Anthony P. Fitzgerald, CEO/President

-Business Related Technical Assistance-Capability
Statements, MOBIS, Quality Improvement Program
Development and Training (TQM, ISO 9000-2000
Series), Consulting, Training and Coaching

FOUNTAIN WINDOW SYSTEMS, INC.

Buffalo, NY
Darold B. Fountain, President/CEO

-General Contracting Firm specializing in Construction
Management (Commercial, Residential, Multi-
Family), Renovation, Demolition, Asbestos Remediation
and Design & Build Projects.

**For information on the 8(a) Business Development
Program, contact Laura McCabe, Business
Opportunity Specialist @ (716)551-4416 or email at:
laura.mccabe@sba.gov**



News

BUSH ADMINISTRATION DELIVERS FOR SMALL BUSINESS CONTINUED....

BY HECTOR V. BARRETO

In Buffalo, the SBA has approved 178 percent more 7(a) loans through early February than in the same period a year ago. While Rochester's increase was 331% for the same period.

Loans under our 504 program, used mainly for the purchase of real estate and capital equipment, are up 16 percent in FY05 over the same period in FY04. Loans to African Americans and women under 7(a) and 504 are up 57 percent and 51 percent respectively. Loans to Hispanics are up 16 percent and to Asian-Americans, loans are up 20 percent. We estimate that in the first three months of the current fiscal year, SBA programs facilitated the creation or retention of 168,000 jobs.

The numbers continue to astound some. But they shouldn't. Recognizing that small businesses are critical to growing our economy and creating new jobs, President Bush's agenda creates an environment for small businesses to flourish. His agenda combines not only government actions and programs, but the effective implementation of tax and regulatory policies.

Let's take tax reform. In 2004, 25 million small-business owners received tax relief totaling about \$75 billion dollars, an average of \$3,000 each. The President reduced marginal income rates across the board, benefiting more than 90 percent of small businesses that pay taxes at the individual income tax rates. He raised the amount that small businesses can expense for new capital investments from \$25,000 to \$100,000, reducing their cost of purchasing new equipment and other investments. And the President has made tax relief permanence a top priority to help small businesses and their employees keep more of what they earn.

To reduce the cost of doing business in America, the President is working to ensure that small business owners and workers have access to high-quality health care and are protected from frivolous lawsuits. Just last Friday, the President signed legislation curbing abusive class-action lawsuits. On the regulatory front, actions taken by the President's administration have saved American small businesses more than \$30 billion since 2001 by reducing the complex maze of federal regulation and paperwork.

On the international scene, the President has expanded opportunities across the globe for American small businesses by completing free-trade agreements with 11 countries. Here at home, the Bush Administration is working to ensure that small businesses can compete fairly for their share of federal government dollars. And they've been successful. In FY 2003, small businesses received \$65.5 billion of prime federal contract dollars, exceeding the 23 percent government wide goal. Earlier this month small businesses received more great news when the Administration announced an additional \$15 billion in government contracting opportunities for small business.

Small businesses are vital to American prosperity and, thankfully, they are flourishing. In part it's because the President has taken steps to reduce taxes, encourage investment, remove obstacles to growth and provide opportunity. And in part because American entrepreneurs are innovative, resilient, tenacious and determined to achieve the American dream.

Hector V. Barreto was a small business owner and is now the 21st Administrator of the Small Business Administration.



April 26-28, 2005 Washington, DC

Be a part of the U.S. Small Business Administration's Expo '05: Celebrating National Small Business Week.

This special event, taking place in **Washington, DC, April 26-28**, provides an exceptional opportunity to join forces with business leaders from around the country, network and celebrate the tremendous contributions made by America's small businesses to our nation's economy.

Come and learn about cutting-edge business practices, find out what's hot in business trends, meet government officials and talk with decision-makers who help shape the economy.

CONFERENCE HIGHLIGHTS
BUSINESS MATCHMAKING

A unique opportunity for small businesses to meet one-on-one with federal and corporate buyers to explore procurement options.

EXPO FLOOR

More than 180 exhibitors from the public and private sectors will provide information and offer opportunities to network.

BUSINESS SESSIONS

A superb lineup of educational seminars featuring expert panelists discussing the latest developments and best practices in the world of business and entrepreneurship.

TOWN HALL

Tackle the pressing issues facing entrepreneurs today; talk to the SBA Administrator and other special guests; ask questions and talk about what's on your mind.

Co-sponsors:



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for
Expo '05
Now!

EXPO '05 Registration

SBA Expo '05
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and



www.score.org

Look for the lineup of
exciting speakers and
events soon!

STRAIGHT TALK the Series

Opportunities: Your Journey Begins Here.....

STRAIGHT TALK SEMINAR SERIES EVENT

“An 8 Seminar Series Promoting Interest in Learning the How To’s of Starting/Growing Your Own Business”

March 8	It’s Not the Rap It’s the Map – Part II
March 15	Your Silent Partners
March 29	Who Wants Your Stuff
April 5	Home Based Businesses and Make Yourself Credit Worthy
April 12	Small Business Ethics
April 19	SNOW DAY
	(dates are subject to change)